

SPRING 2018



**Innovation
that excites**

Nissan Fleet

We mean Business

Easy to do business with

Iker Lazzari is ready to prove
'we mean business'

Nissan's intelligent mobility strategy

Three areas of innovation
spearhead approach to the future

Vehicle to grid

Free power to the people
with new EV ecosystem



New standard for 100% electric motoring

Already the world's best selling EV, the new LEAF sets the bar even higher



VAN
FLEET WORLD
Best Pick-Up
Nissan Navara



**Innovation
that excites**



TOUGH AS ALWAYS. SMARTER THAN EVER.

THE NISSAN NAVARA TEKNA WITH 3.5 TONNE TOWING CAPACITY, OVER ONE TONNE PAYLOAD, CLASS-LEADING FUEL ECONOMY* AND 5 YEAR WARRANTY.

NISSAN FLEET. **WE MEAN BUSINESS.**

BIK	£107 ⁶⁷ -£53 ⁸³ **
CO2 FROM	167G/KM
NCAP	★★★★
MPG COMBINED	44.9 MPG
INSURANCE	GROUP 37
TCO	£26,369

Fuel consumption figures for Navara Tekna (Euro6): URBAN 41.0mpg, EXTRA URBAN 47.1mpg, COMBINED 44.9mpg, CO2 emissions 167g/km.

BUSINESS USERS ONLY. Model shown is Navara Tekna Double Cab, 2.3L dCi 4WD manual at £32,530 (incl. VAT) with optional metallic paint at £575 (incl. VAT). Prices exclusive of VAT unless otherwise indicated. All prices shown are the manufacturer's recommended retail price. *Manual transmissions only. 5 year/100,000 miles warranty (whichever comes first) manufacturer warranty for the Navara range, new vehicles only, exclusions and terms apply. **Nissan Motors (GB) Ltd. does not offer tax advice and recommends that all drivers consult their own accountant with regard to their particular tax situation. Model shot is for illustration purposes only. Towing capacity of 3,500kg is for all 4WD across range. TCO supplied by cap hpi. Nissan Motor (GB) Ltd, The Rivers Office Park, Denham Way, Rickmansworth, Hertfordshire WD3 9YS. Registered in England (No. 2514418). Authorised and regulated by the Financial Conduct Authority. MPG figures are obtained from laboratory testing, in accordance with EU legislation and intended for comparisons between vehicles and may not reflect real driving results. (Optional equipment, maintenance, driving behaviour, road and weather conditions may affect the official results.)

WELCOME

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elcome to issue three of Nissan Fleet We Mean Business, which we have produced in conjunction with *Fleet News*.

Since I joined Nissan as Fleet Director eight months ago, we have introduced many business improvements, both structurally and in terms of our strategy. In this issue, I outline our plans in more detail, including my priorities and the priorities of the people who are driving forward our partnerships with fleets, dealers, rental and leasing companies.

You can read all about our exciting developments around intelligent mobility and the important role of new LEAF and e-NV200 when it comes to implementing vehicle-to-grid technology and electric ecosystems.

Air quality and clean air zones are hot topics for fleets and we look at how you can run a fleet that complies with the latest and forthcoming emissions-based legislation.

You can hear from three of our customers, Exeter City Council, The Isle Of Man Post Office and Gnewt Cargo, about how our electric cars and vans fit into their fleet solutions.

We also put the spotlight on our excellent light commercial vehicles and find out how our Business Ready conversions programme is enabling fleets to enjoy shorter lead times for a range of off-the-shelf conversions.

I hope you enjoy the latest issue.

Iker Lazzari, Fleet Director, Nissan GB

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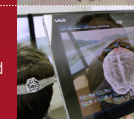
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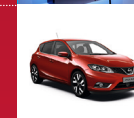
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Easy to do business with

Fleet Director Iker Lazzari has formulated a new strategy and restructured his department in his first eight months in the role. Now he is ready to prove 'we mean business'



Iker Lazzari is just eight months into his role as Nissan Fleet Director. But, over that short period, he has devised and introduced a new fleet strategy, restructured his department and brought new people into the team to boost the level of experience and knowledge of the true fleet market.

Everything has been focused on "getting us ready for now and the future", Iker says as he looks ahead to the opportunities offered by the new Qashqai and X-Trail and the recent launch of the new LEAF.

His strategy – summed up by the line 'we mean business' – has at its core a desire to be easy to do business with. He believes this is a key difference that fleets and leasing companies will see when they work with Nissan.

WHAT ARE YOUR BUSINESS PRIORITIES THIS YEAR?

We are looking to push forward our relationships with leasing companies. This is a key pillar within our strategy. We need to connect with the right people and talk about the things that matter to them so we can operationally deliver the right service. We also want to recognise where we can bring our businesses together to share insight and knowledge, for example on the safety aspects of our vehicles, fuel efficiency and pricing, so we can deliver

the best wholelife cost proposition.

We have a new Leasing Team headed up by Peter Johnson who will be having these conversations and creating bespoke solutions. His team includes a Contract Hire and Leasing Manager for the north and another for the south, a National Electric Vehicle (EV) Manager, a Conversions Manager and a Fleet Aftersales Manager.

We have also worked on our 'business planning' to ensure we have a deep and planned understanding of the True Fleet market. We need to ensure we have the right product at the right time, with the customer experience at the centre of everything we do. Our ambition is to be the easiest manufacturer to do business with so I am obsessive about getting us operationally equipped to deliver exceptional customer services and leading with a 'digital mind-set'.

WHAT'S YOUR KEY MESSAGE TO FLEETS?

We have a vehicle for their every need, from Micra to GTR to light commercial vehicles to electric vehicles. Our message is that we have the strength and breadth of brand for job need and choice lists and for private sector and public sector fleets.

We have also launched a Fleet Aftersales Charter called Customer 1st which is about being transparent in all areas of our relationships, such as labour rates, parts pricing, goodwill, warranty and dealer service levels. It will benefit leasing companies and their corporate customers because our service offering will be much clearer.

We want to become the most innovative, trusted and desirable manufacturer in fleet.

HOW BIG A ROLE WILL THE NEW LEAF PLAY IN YOUR ASPIRATIONS IN THE FLEET SECTOR?

The new LEAF will transform the brand, especially in fleet. It will act as a unique selling point and will appeal to corporate fleets and leasing companies that are interested in this emerging market of EVs. Electric vehicles can revolutionise companies' fleets. We can bring our expertise to their EV policy and with our 168 miles WLTP Combined Cycle or 242 miles WLTP City Cycle Leaf, we can dispel all the myths and overcome all the anxieties. We will challenge fleets to take an EV health check with us.

"I AM OBSESSIVE ABOUT GETTING US OPERATIONALLY EQUIPPED TO DELIVER EXCEPTIONAL CUSTOMER SERVICES AND LEADING WITH A 'DIGITAL MIND-SET'"

HOW IMPORTANT ARE PEOPLE TO YOUR SUCCESS?

It's the people who deliver the results. We are investing in our people with a full training programme in 2018 to give them the tools to get the fundamentals right. They have a challenger attitude: they will get to the bottom of a fleet manager's issues and decide how we can support them and their business. This is what drives us forward; it's the difference that fleets and leasing companies will see from our new strategy.

Dealers are also key to all we do. We are investing in a programme for them, looking at performance standards and our expectations so they can think beyond small businesses and service the needs of leasing companies. They will also have the ability to be experts in vans as well, including conversions.

LAST YEAR WAS CHALLENGING FOR THE WHOLE NEW CAR MARKET. HOW ARE YOU PREPARING FOR 2018?

Never has the market been more competitive but this ensures we are continually reviewing ourselves and our capabilities. I am responsible for driving a more profitable and sustainable business for the Nissan brand which means sticking to our strategy and growing in the right channels, especially with leasing companies.

It is important we get the balance of business right – we don't want to dip in and out of the market with an inconsistent approach. We are planning for the long-term so we will not be exposed to any residual value risk.

You'll find we really do 'mean business'



Our appeal as a fleet manufacturer of choice runs much deeper than our broad range of class-leading cars and light commercial vehicles (LCVs).

Last year, our recently appointed Fleet Director Iker Lazzari ❶ announced his desire to make it simpler for organisations of all sizes to deal with us under our new 'We Mean Business' strategy.

This sees us taking steps to improve and enhance our products and services to become a major contender in fleet, with one of the aims being to deliver a one-stop shop for customers.

To do this, we decided we needed to have an industry-leading fleet management team to ensure our customers receive the best possible advice, support and service.

We have now completed this team with the recent appointments of Peter Johnson ❷ as Head of Fleet Leasing and Specialist Sales, Marco Capozzoli ❸ as Head of National Dealer Fleet, and Ian Miller ❹ as Head of Fleet Planning and Operations.

Iker says: "These appointments mean we now have the strongest fleet team since I took up my role last year.

"Peter, Marco and Ian are going to play a key role in driving our ambitions to become the top Asian brand in UK fleet and their experience is going to help us drive performance and best practice throughout our operations, from head office down to our network of Fleet Business Centres.

"This will help us to meet any needs a fleet may have and I'm proud we can offer customers this kind of expertise as we look to build on our success in the sector."

Peter has joined us with more than 20 years' experience of the automotive industry.



His immediate focus will be on driving our new leasing, electric vehicle and specialist sales strategy. He will be working on bespoke leasing improvement plans with all of our leasing customers.

Peter said: "I'm proud to be joining the Nissan brand and looking forward to improving our relationships with the leasing companies. The first step being seeing our leasing improvement plans to come to fruition."

Marco has 20 years' experience within the fleet industry and joined Nissan with a deep understanding of the market.

In his role as Head of National Dealer Fleet, Marco is responsible for developing the features, benefits and overall value of our Business Centre programme.

This sees him ensuring the dealerships and staff can support all our fleet customers, whatever their needs.

Marco says: "While we strive to offer excellent service to all fleets no matter what their size, we know that running a small business is a big task and owners require a huge amount of information on procurement, sales, insurance and taxation, to name just a few.

"Our focus is to build partnerships with our customers

and support them when discussing subjects such as funding, benefit-in-kind (BIK) tax or vehicle conversions."

Ian has joined Nissan from LeasePlan. His primary focus is to lead the fleet-planning and operations department. He is responsible for monitoring performance within our strategy and financial planning, as well as providing fleet leadership at key business meetings.

He says: "It's an exciting time to join such a forward-thinking manufacturer as Nissan. I'm looking forward to implementing new operational processes to make us easier to do business with."

These three new appointments add to our already experienced and highly capable senior management team, all of whom are dedicated to giving fleet customers the best possible service.

Amy Harms, ❸ our Head of Marketing, has worked for Nissan for 12 years and is responsible for developing, implementing and delivering the marketing fleet strategy.

Having a dedicated fleet marketing team ensures you know all about the latest product, offers and developments from a fleet perspective.

Adam Connelly ❹ is our Head of Corporate Fleet, managing our field team for larger, medium-sized and public-sector fleets, to deliver our corporate sales strategy. Adam is working to deliver the strategy by developing a one-stop service which will enable Nissan to be on every fleet. He has held a number of different roles within the automotive industry and his experience ensures our customers receive the day-to-day contact that they need and require.

Kevin Childs, ❷ Head of Rental, manages all aspects of our business with rental and bodyshop companies. He has worked with us for more than 10 years, as well as holding various roles within the automotive world, and has the ideal skill set to deliver our strategy in this area.

Our senior fleet team is completed by Client Service Manager Dan Thomas ❸. He has worked in the automotive industry for more than eight years and is responsible for our outsourced services.

His work continues to make our operations more streamlined, enabling us to respond to customers more quickly.

Local Business Development Managers are with you every step of the way

Expert advice is on hand from choosing and financing the vehicle to taking care of it during its time on your fleet

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Whether your business is a small- to medium-sized enterprise (SME), with just one vehicle, or you are running a large fleet across the UK, the highly trained fleet specialists in our franchised Business Centres are on hand to help you find, fund and operate cars and light commercial vehicles (LCVs) tailored to your business's specific needs.

No matter how challenging your requirements, we are there to help.

From all-electric vehicles (EVs), such as the new LEAF, to our multi-award-winning crossovers such as the Qashqai, to an entire range of commercial vehicles, including the NV200, its emissions-free sibling, the e-NV200, and the all-new Navara pick-up truck, our

aim is to give you the fastest possible turnaround from quotation to delivery. Our Local Business Development Managers (LBDM) are dedicated fleet specialists and will help time-conscious customers to minimise lead times on the vehicles you select and guide you in any specialist conversion work your business may require.

While selecting the right vehicle is clearly an important factor, so too is offering the right funding package. When it comes to funding business vehicles, we recognise each customer is different.

The LBDM in your local Fleet Business Centre will offer a range of financial solutions and help you to choose the best option for you and your business.

But our fleet specialists are not just there for you at the point of sale. As well as providing support and advice on choosing and funding your vehicles, our dedicated Fleet Business Centres are also at your disposal; to

make maintaining and servicing your fleet as simple and efficient as possible.

We know tailored and specialised expertise is crucial to business success. Accessible at our network of Business Centres across the UK, our responsive, reliable and dedicated teams are poised to adapt our aftersales service to your specific needs.

Time is money to every commercial operator and our Fleet Business Centres are at the forefront of our efforts to keep your business's fleet moving. Each centre employs specialist fleet technicians, trained by Nissan, to support your maintenance and repair needs, minimising any vehicle downtime.

Our new Customer 1st Aftersales Charter (detailed on right) has, as the name suggests, been designed to put the customer first as well as providing industry-leading support.

NEW NISSAN CUSTOMER 1ST AFTERSALES CHARTER



FLEET CUSTOMER CHARTER

Over the past 6 months we have been rebuilding a Fleet Aftersales proposition with a number of enhancements and new features. It has been designed to provide industry leading support and ensure all Aftersales requirements are met to the highest standard.



REGIONAL LABOUR RATES

The cost of labour is becoming an increasingly important element of vehicle maintenance costs, and with our new regional pricing strategy we have created greater visibility in this competitive area.



SERVICE BOOKING GUARANTEE

Greater reassurance now comes from the fact that a service booking will be available within five working days (or seven should mobility support be required).



GOODWILL

For vehicles beyond their warranty period of three years/60,000 miles (five years/100,000 miles on LCV), goodwill will be considered on a case-by-case basis taking into account on-service history in line with Nissan recommended service maintenance schedules, age and mileage.



DEDICATED FLEET CUSTOMER SUPPORT

To provide ongoing support, a team of six designated Fleet Case Managers will assist with any vehicle issues and provide updates on progress.



LOAN VEHICLE/LOSS OF USE SUPPORT

Where a vehicle is off the road with a warrantable repair, Nissan will provide either loan vehicle support or a daily rate to cover the cost of a hire vehicle.

New Standard for 100% electric motoring

Already the world's best selling EV, the new LEAF sets the bar even higher



Built in Britain

The new LEAF, like previous models, is built at our plant in Sunderland, where we also make the Qashqai and X-Trail. We have been producing cars here for the past 30 years. To date, we have built approximately 78,000 LEAFs at the plant for the UK and export markets.



Specification

Four trim levels are available, starting with entry level Visia, priced from £21,990, progressing through Acenta, N-Connecta and range-topping Tekna, priced £27,490.

Safety and technology

ProPILOT means the new LEAF can keep pace with traffic up to speeds of 62mph, following at a safe distance and braking to a standstill if necessary, while maintaining position within the lane markings. (Standard on Tekna grade and optional extra on N-Connecta grade).

Customers can also choose ProPILOT Park (available as an optional extra on Tekna), which can steer the LEAF into parallel parking spaces or perpendicular spaces, as well as accelerate and brake safely, with no input from the driver.

Standard on all new LEAFs is e-Pedal, which drives the car forward when depressed and brakes when pressure is released. We believe this pedal is the only one drivers need to use for around 90% of urban driving and will improve efficiency.



Cost savings

The new LEAF offers huge savings for fleets and their drivers. With higher residual values and pricing up to £1,500 lower than its predecessor, zero vehicle excise duty and lower maintenance costs, plus business mileage from just 2p per mile and extended range, whole life costs are greatly improved.

Drivers also benefit from lower benefit-in-kind tax and cheaper fuel bills for private motoring. New LEAF also comes with an eight-year/100,000-mile battery warranty.

High performance

New LEAF combines power with efficiency. Our new 40kWh battery offers a range of 168 miles on a single charge under the new WLTP standard, rising to 255 miles in city driving. It is also more powerful than its predecessor, with the motor producing 150PS, up 41PS, and 26% more torque at 320Nm, guaranteeing excellent driving performance.

The Intelligent Mobility vision

Three core strands of innovation spearhead our approach to the future

Imagine a whole new driving experience, moving through life with greater exhilaration, confidence, and connection to the world around you. This is Nissan Intelligent Mobility, and it's already a reality in Nissans you can drive today - in cars that park themselves, watch what's happening around you and step in to keep you out of trouble.

Now imagine a near future with cars that can actually learn from one another and EVs that recharge as they drive along, no strings attached. Nissan Intelligent Mobility is making all this, and more, part of a bold, bright tomorrow.

At the core of the Nissan Intelligent Mobility vision is three areas of innovation:

- **Nissan Intelligent Driving**
- **Nissan Intelligent Power**
- **Nissan Intelligent Integration**

Nissan Intelligent Driving

Soon, you can have a car that takes the stress out of driving and leaves only the joy. It can pick you up, navigate heavy traffic, and find parking all on its own. And with the push of the button, it is happy to give you back control of the wheel. It can even communicate with other cars and pedestrians. Nissan is testing advanced autonomous driving on public roads today, which means this revolutionary driving experience is within reach.

Nissan Intelligent Power

As the world's best-selling electric vehicle, Nissan LEAF is redefining the power you crave behind the wheel. LEAF beats just about any car off the line with 100% instant torque - and zero emissions. It is proof that sustainable transportation doesn't have to compromise the thrill of driving. Nissan's leadership position in EVs means we're committed to expanding our range of zero emission vehicles, bringing the unique pleasures of clean, quiet power to more people worldwide.

Nissan Intelligent Integration

A connected ecosystem of drivers, cars and communities is key to a cleaner and safer world. Nissan is playing a central role in defining what the

"WE BELIEVE SUSTAINABLE TRANSPORT DOESN'T HAVE TO COMPROMISE THE THRILL OF DRIVING"

roads of the future will look like, from autonomous cars to traffic management systems to car sharing. Seamless Autonomous Mobility (SAM), for example, is a system designed make autonomous cars smarter with every trip.

We are connecting our electric vehicles to our own charging network and to the national grid. We have more than 2,300 quick charge stations in Europe and we are targeting 5,500 by 2020.

We are also piloting vehicle to grid (V2G) technology, which enables drivers to connect their electric vehicles to the grid during cheap-tariff periods. They can then use the electricity stored in the vehicle's battery to power their home, their car or even for selling back to the grid.

Island posties welcome own special deliveries

Isle Of Man Post Office gives green light to half a dozen Nissan e-NV200s

The Isle of Man Post Office enjoyed a special delivery of its own when it added six e-NV200s to its fleet of vehicles.

In an effort to reduce its carbon footprint and generate more cost savings, the post office decided to run a trial of the 100% electric vans over the summer. It initially took delivery of a fleet of three vans from Ballasalla Nissan dealer Athol Garage, but the trial went so well they've already doubled their numbers, with plans to increase further in the future.

Lisa Duckworth, Isle of Man Post Office Interim Chief Executive, said: "Electric vehicles have come a long way in recent years and the current Nissan model is one of the best on the market. Our research has shown that other island-based Posts have benefited

from similar vehicles, not only in saving costs, but also reducing their carbon footprint."

As well as the environmental benefits the vans bring, and the potential cost savings to come over the life of the vehicles, staff have reported how comfortable and easy the vans are to drive, making their delivery days a breeze.

With a range of up to 106 miles on a single charge, and a more than capable payload of 703kg for all the post it distributes to the Isle of Man's 83,000 residents, the e-NV200 is a popular choice with island-based postal services, with both Jersey and Guernsey also including them in their fleets.

The introduction of the EVs forms part of the post office's wider plan to drive innovation and creativity, and meet the efficient objectives outlined in the island's Programme for Government 2016-2021.



No going back as city makes electric switch

Exeter's environment gets a boost with introduction of Nissan e-NV200s

Nissan's all-electric e-NV200 is proving it can help the environment in many more ways than one — by keeping the historic city of Exeter in tip-top shape.

Exeter City Council has taken delivery of six e-NV200s to add to its 140-strong fleet of vehicles, to give an emissions-free boost to its Environmental Health team.

Three of the vans are equipped specifically for Exeter's dog wardens, complete with inner cage for the collection of stray or lost animals, while two more have bespoke interiors to carry the necessary chemicals for pest control. The sixth, an e-NV200 combi, is used by the Environmental Health team to undertake site visits.

Haydn Davies, Fleet Manager at Exeter Council, said: "As with all our fleet vehicles we have a tendering process and when we needed to replace some older diesel vans, Nissan won on this occasion — and we are delighted with them. They're absolutely ideal for

us in so many ways, especially as we're a small city.

"The average annual mileage of one of our fleet vehicles is less than 4,000 miles, so the e-NV200 is perfect for the short journeys we make daily. Our drivers are delighted to drive them and, as an authority, we think we'll be saving around £1,000 per year per vehicle, thanks to not having to pay out for fuel, maintenance and car tax. Now we've made the electric switch, we won't be going back."

Jon Davies, Fleet Business Manager at Exeter South West Nissan on Grace Road West, who supplied the vans, said: "We were delighted to win the tender with Exeter City Council and it's fantastic to see the e-NV200 fulfil its potential on the streets of Exeter, providing a great service to the city and community and spreading the positive message of electric motoring as well."

From spring 2018, an updated e-NV200 with a new 40kWh battery will be available. This will offer a 60% extended range with unchanged cargo capacity and upgraded telematics that makes driving easier and safer.

All-new LEAF takes hat-trick of pre-launch awards



The all-new Nissan LEAF collected a trio of awards in time for its launch last month.

In London, the LEAF was named 'Best Electric Car' at the 2018 What Car? Awards (see page 11).

The new Nissan LEAF was also named Best Small Family Car in the Next Green Car Awards 2017, which recognise the best green cars launched in the UK in

2017. The judging panel was impressed by the new model's improved range, distinctive design and driving technologies.

And in the US, the new Nissan LEAF won the Best of Innovation for Vehicle Intelligence and Self-Driving Technology award ahead of this year's Consumer Electronic Show (CES) in Las Vegas.



Nissan's mind-reading technology will teach new cars to drive more safely

Our researchers are developing systems to interpret signals from a driver's brain that may help future autonomous vehicles to avoid accidents.

The first-of-its-kind, Brain-to-Vehicle, or B2V, interface is designed to assist with driving, but will also help a vehicle's autonomous and manual systems learn from the driver.

The driver wears a device that measures brain waves, which are analysed by the car's autonomous systems. By detecting signs that the driver's brain is about to initiate a movement – such as turning the steering wheel or pressing the accelerator – the car's driver assist technologies can begin the action 0.2-to-0.5 seconds faster than the driver.

Dr Lucian Gheorghe, who leads B2V development at the Nissan Research Centre in Japan, said the technology can also use augmented reality to adjust what the driver sees. "The potential applications are incredible," he said.

Nissan unveils two snow-themed concepts

The 370Zki (pictured) and Armada Snow Patrol are two special edition vehicles the company has unveiled ahead of the Chicago motor show. The concept vehicles are based on the 370Z roadster and Armada SUV respectively.

The Armada has been given a three-inch body lift and massive 35-inch MT2 maximum traction tyres along with a 5.6-litre V8 engine.

The 370Zki has done away with tyres and, instead, features large skis and military-style Dominator tracks. It comes with a 3.7-litre V6 engine.

While the 370Zki required bespoke fabrication, the Armada Snow Patrol has been customised using parts that owners of the Nissan Armada (the successor to the Nissan Patrol that isn't sold in the UK) can go and buy off the shelf.



Nissan and Infiniti have announced they will launch six new electric vehicles in the next five years. They will be pure battery electric vehicles (BEVs), not plug-in hybrids. Nissan will deliver four with a further two from Infiniti.

Micra snares Supermini of the Year award



The All-New Nissan Micra has been named Supermini of the Year by trade magazine *Company Car Today*. The award judges said they were impressed by its all-round business credentials, which make it appealing for both company car drivers and fleet managers.

With CO₂ emissions from 85g/km, fuel efficiency of up to 88.3mpg and P11D prices starting at £14,040, the new Micra's appeal is strengthened by a wide array of available technology, more than 100 personalisation combinations and a five-star Euro NCAP safety rating.

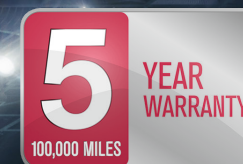


Nissan offers all-in-one energy solution for UK homes

Nissan has launched an integrated energy system that combines residential solar panels with power storage. Nissan Energy Solar aims to make renewable energy usage at home simpler and more affordable, saving UK residents up to 66% on energy bills.

Powered by Nissan Intelligent Mobility, the system can collect and store excess energy generated by a homeowner's solar panels during the day and use it at night – even to charge their Nissan LEAF or e-NV200 – and on cloudy days.





A van for all reasons

Whatever type of LCV your business requires, you will find one that answers your needs in Nissan's comprehensive line-up



Nissan's range of light commercial vehicles (LCVs) set the standards in the fleet sector. With a van for every type of customer we are the one stop shop manufacturer.

We differentiate from other brands by offering the multi-award winning Navara pick-up, as well as the game-changing e-NV200, the world's first 100% electric LCV, which will this year be available with a new, higher-capacity 40kWh battery. The line-up is completed by the NV200, NV300 and the highly adaptable NV400, as well as the NT400 truck.

All vehicles provide cleverly designed and easy-to-use cargo spaces, a comfortable cabin environment suited to long hours behind the wheel, the latest technological features and low cost of ownership.

Perhaps our most eye-catching model is the Navara, which has been named Best Pick-Up for two consecutive

years by *Fleet World*, while *What Van?* named it its Pick-Up of the Year 2016. It also received the coveted International Pick-Up Award 2016.

Mark Wilson, National LCV Sales Manager, says: "As a work-horse the Navara has excellent towing and payload capability. But, when you are sat in the vehicle its refinement means you could almost forget you're in a pick-up."

"It's been a fantastic, successful vehicle for us and will continue to be so."

The appeal of these LCVs is further enhanced by our market-leading warranty – a five-year/100,000-mile (60,000 miles on the e-NV200) manufacturer-provided policy that's fully transferable to second owners.

Wilson adds: "Our range diversity and capability means we are ready for every type of business, whatever the size of the fleet customer or their requirements."

"We've got a vehicle in every sector including pick-ups

and EVs, which is something not many other brands can offer – if someone wants a standard van or a heavily customisable build, we are equipped to provide it."

Through Nissan Business Ready, we can offer both ready-to-go factory builds and bespoke tipper/ dropside / minibus / refrigerated conversions designed by our Certified Partner bodybuilders across our full range of Navara, e-NV200, NV200, NV300, NV400 and NT400.

Our off-the-shelf branded conversions enable fleets to benefit from shorter lead times and one point of contact via a Business Ready manager at your nearest Nissan dealer.

If you require something different, our certified partners offer tailored, high-quality solutions, all arranged by our specialist network of Nissan LCV dealers.

"We want to be as easy to deal with as possible," says Wilson. "Our LCV product is highly adaptable and we have a dedicated LCV customer service team that plays

"WE'VE GOT A VEHICLE IN EVERY SECTOR INCLUDING PICK-UPS AND EVs WHICH NOT MANY OTHER BRANDS CAN OFFER"

Mark Wilson, National LCV Sales Manager, Nissan

an important role in ensuring that we manage in-life aftersales matters effectively and efficiently, too.

"There is constant development on the product line, but also constant development in aftersales and within the network to continuously assess and improve our standards."

Lower emissions high on list of priorities

Developments on the Qashqai and Micra lead to figures below 100g/km

The new Nissan Micra is available with two petrol engines that are compliant with the clean air zones



Five UK cities - Leeds, Nottingham, Derby, Birmingham and Southampton - are currently consulting on proposals to introduce a clean air zone for vehicles by 2020 in a bid to tackle air pollution concerns from NOx and particulate matter.

Their plans are due to be submitted to the Government by the end of March, with further consultations during summer, ready for launch at the end of 2019. The Government has indicated that a further 23 towns and cities, which are failing to meet air quality targets, could also be required to take action.

So far, Leeds has published details of its clean air zone (CAZ), which will charge non-compliant trucks, buses and taxis for entering the city centre. Nottingham is likely to mirror the Leeds plan while

Derby looks set to reject charges in favour of other initiatives, such as investment in cleaner public transport, encouraging a switch to greener vehicles and cycling lanes.

Meanwhile, Birmingham is considering charging all non-compliant vehicle types for entering the city, including vans and cars.

Fleets are concerned that, with each city tasked with formulating its own plans, there could be inconsistencies across the county when it comes to charges, signage and payment systems for non-compliant vehicles. They would like the Government to ensure this doesn't happen.

However, there is a way for fleets to avoid the charges. All cities will exempt Euro 6 diesel and Euro 4 petrol, plus all hybrid, plug-in hybrid and full electric vehicles from their CAZs.

This means the entire Nissan line-up of vans and cars will comply with the air quality rules, including in London, which intends to introduce its own scheme next year targeting all vehicle types.

The Nissan Qashqai now has the lowest emissions in its segment, starting at just 99g/km for the 1.5-litre 110PS diesel, making it the ideal CAZ-compliant choice for company car drivers with families.

The all-new Micra is even more efficient, with emissions of 85g/km from its 1.5-litre diesel. The Micra is also available with two petrol engines that are also compliant with the clean air zones, a 0.9-litre with CO2 emissions of 99g/km and a 1.0-litre petrol with emissions of 103g/km.

The Nissan Qashqai has the lowest emissions in its segment



Gnewt opts for bigger cargo area

Voltia Maxi conversion of e-NV200 results in fewer depot trips

Gnewt Cargo, a last-mile logistics company operating inside the London congestion charging zone, was the first British fleet in line for the Voltia Maxi, a cargo-boosting conversion of the Nissan e-NV200 van.

The delivery company has ordered 15 of the converted light commercial vehicles (LCVs) to add to its all-electric fleet. The Voltia, which launched in the UK at the end of 2017, is a 100% electric van based on Nissan's e-NV200, but with a bigger cargo area (eight cubic metres versus 4.2cu m in the e-NV200) and a walk-in rear door.

Gnewt Cargo founder Sam Clarke said: "The added cargo space will allow us to better organise each van and load more per trip, therefore making fewer visits to and from the depot each day. The walk-in rear door access will be a great benefit for our drivers. Overall, the vehicles will increase our effectiveness and efficiency."

While every logistics company would welcome increased efficiency, the Nissan-Voltias also bring other benefits to Gnewt Cargo.

The Voltia was launched in London as part of an initiative by Sadiq Khan, the city's mayor, to reduce emissions from LCVs and improve air quality in the capital. With other cities likely to follow suit, any vehicle that can reduce either a logistics company's fuel bills or charges based on CO2, NOx or particulate emissions is welcome.

Because it is emissions-free, the Voltia, like the e-NV200, is exempt from the London Congestion Charge.

The current Voltia has a driving range of 106 miles. The new model, which will come with a 40kW battery pack, will drive up to 174 miles per charge (NEDC). It can charge up in 40-60 minutes from a rapid charger.

Gnewt Cargo has been using zero-emission vans to deliver in London for eight years, in what it says is the largest commercial fully electric transport operation in any city worldwide.

Free power to the people

New ecosystem is not all about EVs; it can return power to national grid, too

Since Nissan launched the first mass production pure-electric car in 2011, it has been a trail-blazer in the electric vehicle (EV) sector.

The LEAF currently accounts for around 45% of the UK's electric car market while the e-NV200 takes about 80% of all electric van registrations.

This year both will be replaced by second generation models with improvements including vastly increased range.

However, Nissan's ambitions in the EV sector stretch far beyond producing and developing vehicles. Nissan has been proactive in numerous trials to gain an unrivalled understanding of how electric vehicles can be used, not only as transport, but also for energy storage and supply.

Last year Nissan unveiled the new EV ecosystem, which includes a scheme to offer free power to owners with a Vehicle to Grid system.

Karl Anders, National EV Manager, says: "Our long experience in the EV market means we can help our business customers make the right choices for their fleets.

We have seven years' experience of finding out where electric vehicles work, so when someone comes to us and asks for assistance to deploy EVs, we've been through that process with other fleets many times, so we can use this real-world experience to really support our customers".

"That's a real strength for Nissan. We are now setting up an energy services division here in the UK, which will offer the whole ecosystem: charging, vehicle to grid, and battery storage."

One often voiced concern over the increasing take-up of EVs is that when it reaches a larger uptake, the UK's power network will not be able to create enough electricity to meet peak demand to charge the vehicles, causing supply problems.



xStorage can give additional battery capacity

However, Nissan's investment in Vehicle to Grid technology aims to help solve this.

In addition, Nissan offers a home storage battery, called xStorage, which also serves as an additional battery capacity resource and can take energy from the vehicle's battery pack and feed it to the unit, power the property or send it back into the electricity grid.

Trials in Denmark suggest an EV owner could earn up to €1,300 (about £1,140) a year selling electricity back to the grid.

Only last month, the UK Government announced support to roll out more than 1,000 V2G chargers into Nissan EV fleets over the next three years.

"This will obviously be different in the UK, but business



"NISSAN'S STRENGTH IS DOING THINGS DIFFERENTLY WHICH ARE ALSO RELEVANT."

Karl Anders, National EV Manager, Nissan UK

case modelling here for the UK market shows that people can make substantial savings," says Anders.

"A lot of fleets with electric vehicles have them parked overnight in one area, and that overlaps with the time when there is peak electricity demand, which is when everyone's at home watching television and cooking.

"The business case could be that you won't have to pay for your electricity or your vehicle fuel because it will be funded by the Vehicle to Grid system, or, potentially, home static batteries."

Following the trial in Denmark, the next two large scale deployments of the technology will take place in the UK this year and in Norway.

"A lot of the initial take-up will be through fleets, and at the moment we are discussing a further fleet-focused project with the UK Government," says Anders.

"The interest in the project from fleets has been overwhelming. Whoever we have spoken to has understood what we are offering, and really see the exciting value in it."

It is this type of innovation which has kept us at the forefront of the electric vehicle market.

"Chasing the market for the standard hatchback isn't where Nissan has focussed," says Anders.

"The success of Nissan in the UK has strongly been through doing something different, such as creating the crossover market by launching the Qashqai, and we have done the same with driving the electric vehicle market over the past seven years.

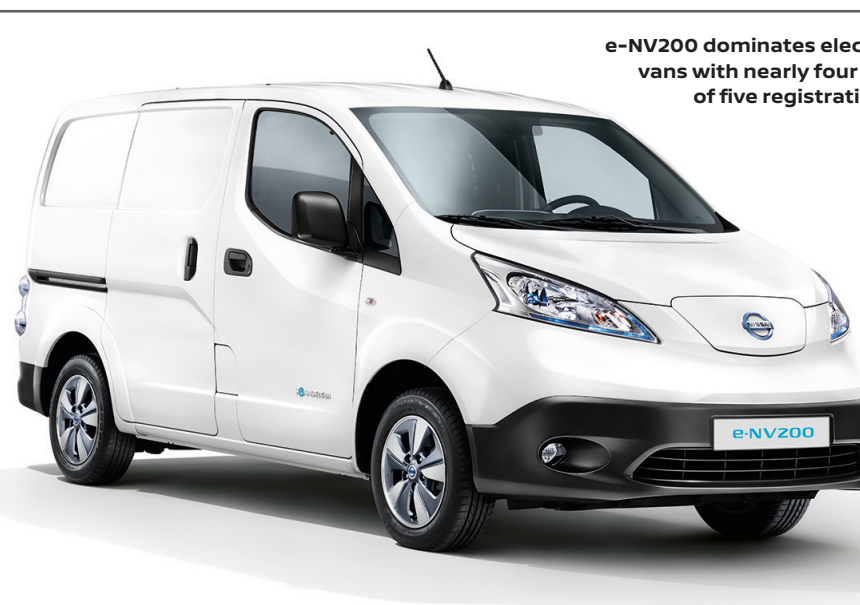
"There are a lot of manufacturers talking about products coming in 2023 and beyond, with this potential bright future in 2025, but Nissan has been selling EVs since 2011 and we are so far past early adopters and supplying fleets who have operated EVs successfully and have made repeat replacements with later generation Nissan EVs.

"It is an area we are dominating, and that is what Nissan's strength is: doing things differently which are also relevant. The market is changing now and coming round to our way of thinking."

LEAF occupies top spot in the UK electric car market



e-NV200 dominates electric vans with nearly four out of five registrations



MICRA 0.9 IG-T N-Connecta

BIK FROM	18%
CO2 FROM	99G/KM
NCAP	★★★★★
MPG UP TO	64.2
INSURANCE	GROUP 4
TCO*	£14,102

**JUKE** 1.2 Dig-T N-Connecta

BIK FROM	24%
CO2 FROM	128G/KM
NCAP	N/A
MPG UP TO	49.6
INSURANCE	GROUP 11
TCO*	£16,740

**PULSAR** 1.2 Dig-T N-Connecta

BIK FROM	22%
CO2 FROM	99G/KM
NCAP	★★★★★
MPG UP TO	56.5
INSURANCE	GROUP 12
TCO*	£15,881

NEW QASHQAI 1.2 Dig-T N-Connecta

BIK FROM	21%
CO2 FROM	99G/KM
NCAP	★★★★★
MPG UP TO	55.4
INSURANCE	GROUP 14
TCO*	£18,359

**NEW LEAF** Tekna

BIK FROM	9%
CO2 FROM	0G/KM
NCAP	★★★★★
MPG UP TO	N/A
INSURANCE	GROUP 21
TCO*	£16,433

**X-TRAIL** 1.6 Dig-T N-Connecta

BIK FROM	28%
CO2 FROM	149G/KM
NCAP	★★★★★
MPG UP TO	44.1
INSURANCE	GROUP 17
TCO*	£22,893





ALL AVAILABLE WITH OUR FIVE- YEAR/100,000 MILES WARRANTY

e-NV200



NV200



BIK	£21.54-£10.77	MPG RANGE	N/A
CO2 FROM	0G/KM	INSURANCE	GROUP 8

BIK (40%/20%)	£107.67-£53.83	MPG RANGE	470-32.2
CO2 FROM	131G/KM	INSURANCE	GROUP 7
TCO	£18,737		

NV300



NV400



BIK (40%/20%)	£107.67-£53.83	MPG RANGE	479-409
CO2 FROM	155G/KM	INSURANCE	GROUP 34
TCO	£25,591		

BIK (40%/20%)	£107.67-£53.83	MPG RANGE	373-25.0
CO2 FROM	172G/KM	INSURANCE	GROUP 42
TCO	£27,509		

NT400



NAVARA



BIK (40%/20%)	£107.67-£53.83	MPG RANGE	29.8-18.4
CO2 FROM	209G/KM	INSURANCE	GROUP 41

BIK (40%/20%)	£107.67-£53.83	MPG COMBINED	44.9
CO2 FROM	167G/KM	INSURANCE	GROUP 37
NCAP	★★★★	TCO	£22,122



Innovation
that excites

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**Innovation
that excites**

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